# TRADE ALLY TIMES

A newsletter for our valued contractors and designated trade allies

#### 2021 Kickoff meetings

Tuesday, Jan. 19, 2021 - 1:00pm to 3:00pm EST Thursday, Jan. 21, 2021 - 9:00am to 11:00 am EST

Please contact your outreach representative to register.



#### 2020 Program year

The 2020 program year is coming to a close, and we would like to thank all of our valuable Designated Trade Allies once again for their support and participation throughout the year. We could not have had this success without you! For the twelfth consecutive year, you have been instrumental in helping DTE Energy achieve their annual energy-savings goals and we look forward to working with you again next year.

Our 2021 program application was recently posted to our website dtetradeally.com and you can click the link to find all the changes.

Additionally, we are planning our portfolio roll-out meetings on Jan 19th and 21st and invite you and your customers to attend to learn about all of the incentive programs available.

DTE 2021 looks to be another challenging year as we will see another increase in our goals and we will be relying on your support more than ever.

Wishing you happy holidays and happy new year!

#### 2021 Designated trade ally training:

- Program overview
- 2021 application and catalog review
- Info on additional program features and benefits

January 14, 2021 - 9:00am to 11:00am

Sign up <u>here</u>

January 28, 2021 - 1:00pm to 3:00pm:

Sign up <u>here</u>

February 11, 2021 - 9:00am to 11:00am

Sign up <u>here</u>

February 25, 2021 - 1:00pm to 3:00pm:

Sign up <u>here</u> March 11, 2021 - 9:00am to 11:00am

Sign up <u>here</u>

March 25, 2021 - 1:00pm to 3:00pm:

Sign up <u>here</u>

If you missed the DTA appreciation meeting, you have 6 alternative dates to renew your DTA status for 2021.

### 2021 Program changes

In 2021, there have been several incentive and measure changes, as well as, new measures added. To see a full list of changes click on the program changes image below.

DTE	Energy Efficiency Prog	ram fo	Busines		
	Welcome to the 2021 program year!				
Highlights	Measure changes				
The 2021 program year features a few changes in incentive levels and measure specifications, as well as, new measures added from the Prescriptive Doemed Measure Worksheet.	In 2022, interior LED lighting measures were anonded to enfact boars of use. This change orables instrumers and contractors to downine the more appropriate incention levels based on typical lighting usage. This applies to measures U-1 through U-4 and UD 20 through UD 22.				
Incentive changes	Epiperentrype				
HE 37 HINE occ sensor - \$20 to \$25	EEE Sping 1 shit spectra (normalise regime)	145	Goust soluced		
) (E-40) VFD secondary DHW pump - \$25 to \$150	123 lighting 2 shift operation between stars required	66.05	KEXING INCOME		
)/E-41/Economizer - \$30 to \$30	ED lighting 3 shit operation (reservoirs) replied	26.67	leader tracks		
)#-6(VEDHWpunps-\$100to\$150	1121ghting 247 speakin (consultance print)	168	Elizabet rokced		
JTE-UT Anti-senat heater centrals - \$50 to \$25	Exterior LED Robing measures LL 200 to LL 22D a	Exterior LED leibting measures LL 200 to LL 22D and LL 64D are new eligible for new			
(FE-III) Floating head pressure controls - \$50 to \$25	construction, as long as the new LED federe is DLC listed or Energy Star eated, in the case of new construction, solid, the approxime measure based on a 40% reduction.				
)46.9 Demathation tans - \$25 to \$40	case of new construction, solid The appropriate in from the alternative Gr., LED soltage/O.6-base ins	votare bend a	sa 4/K reduction		
(HG-6) DCV - \$25 to \$30	For measures LO 60 through LD 65. Sensors install	id that control	a single light factory		
[G-10] Flat roof insulation - \$10 to \$30	sens only eligible for the Under ISO spans foot the	r in 2020. The	year, there is an		
[IG 1] Attic root insulation: \$25 to \$45	comption for single Highbay fedures (HE" from the solids can quality for the 150/500 sq.ft, tier. For the				
(G 12) Wall insulation - \$175 to \$200	provided to verify up.1. Jayout of fictures. Also, the measures for HVAC occupancy sensors RE-310E -				
[76 U] Refrigeration conference unsite heat recovery [space heating] - \$75 to \$30	are controlling both lighting and MORE.	20-20201-02-0	stanty it withins		
New Measures	Measure HE 35 is now eligible for new construction new eligible for new construction for pumps < 50.1	tor fans < 10	p. Measure HE-401		
145.551 Childed water cost 10"	High efficiency pumper were updated to reflect the				
YE 20, Child waar cost to 14 50/45 40 Oxteam Stat Stat	making it easier to gualify treats serings and inco	retries are incr	and for each 001		
14 40/45-47 D05/425 to 700	improvement below the baseline PEI value for that Addendum (ment Ingerfield in accent you in Filing)	pump type. 18	haw added a PEI		
KA-45/461/45D air compressor (multiple compressors on a system)	HG 32 threads HG 34 were modified to offer Late.				
(CA-47) VSD retrofit air compressor (multiple compressors on a system	for addine bolic access trim contrais to mistine h	obreathout	inkanekss bolke		
CA-40 Two stage notices across air congressor	controls H5 33 is for adding linkageless holer con builty sequent trip controls whereas H5 34 is for a	controls. HG 23 is far adding linkageless holer controls to existing holers without holer support trim controls, whereas HG 34 is far adding both holer support trim			
KA-48 tow pressure drug air filters	controls and linkageless bolic controls to existing	controls and linkageless boller controls to existing bollers.			
[CA-52] Air compressor outdoor sir intale	2021 Important dates				
[24:52] Air compressor outdoor air intale [95:6] Automatic high speed doors - between treezer and dock	The 2021 promain year application period. Sec. 1, 2020 - New 20, 2021				
(HE 8] Automatic high speed doors - between threezer and dock (PG-30] Process bolic sequencing (PL64) Process cooling wentlation reduction	The 2021 program year application period: Dec. 1.3				
96 il] Astonaic high speel diors - biswent histori and dock 196-30] Inversi bolic sequencing 196-62] Process cooling workfalson reduction 197-620] Copposition controlli we damand drivet [soft-in-cookes]	The 2021 program year application period. Boc. 1.3 No reservations will be extended beyond Nac. 30,	2021	di monar		
(HE 8] Automatic high speed doors - between threezer and dock (PG-30] Process bolic sequencing (PL64) Process cooling wentlation reduction	The 2021 program year application period. Box. L3 • No reservations will be extended beyond Nov. 30, • Apprior: must be completed within 90 days of the reservation letter (# applicable).	2021 e teorrodiae d			
96 il] Astonaic high speel diors - biswent histori and dock 196-30] Inversi bolic sequencing 196-62] Process cooling workfalson reduction 197-620] Copposition controlli we damand drivet [soft-in-cookes]	The 2021 program year application period. Box. 1.3 • No reservations will be extended beyond Nov. 30, • A period must be consolided within 90 class of th	2021 e teorrodiae d			
96 il] Astonaic high speel diors - biswent histori and dock 196-30] Inversi bolic sequencing 196-62] Process cooling workfalson reduction 197-620] Copposition controlli we damand drivet [soft-in-cookes]	The 2021 program year application period. Base, 1,3 Nonconstructions will be extended beyond Non. 30, A parject much be compliand within 50 dates of the restruction that (17 applicable). Prival applications much be submitted within 50 da which over connect first.	2021 e reservation d ays of project o ecollation			
96 il] Astonaic high speel diors - biswent histori and dock 196-30] Inversi bolic sequencing 196-62] Process cooling workfalson reduction 197-620] Copposition controlli we damand drivet [soft-in-cookes]	The 2021 program year application period thes, L3 - No reservations will be extended depend Nac. 30, - Approject must be compliand within 90 days of the restruction heters (F applicable) - Final applications must be submitted within 60 di- solutioner context first.	2021 e reservation d ays of project o ecollation			

## Trade Ally Q&A

**Q:** Thank you for adding optimal start/stop!!!! Super helpful measure to help sell controls!

A: You're welcome! Please continue to suggest measures by submitting a prescriptive deemed measure request. It will then be added to our prescriptive deemed measure worksheet, and added to the application the following year!

For more information or questions you may have contact us at 866. 796.0512 (option 3) or by email at <u>dtesaveenergy@dnvgl.com</u>.

#### Trade ally rewards program

Don't forget about the <u>DTE trade ally rewards program</u>! This program has been designed to reward you, our DTE trade allies, for your commitment to growing your business with us. The program is simple, you will earn 1% of your eligible submitted incentive dollars in reward points which you can redeem for over thousands of unique gifts and products. Points earned can be redeemed immediately or you can allow your points to accumulate in your account to receive bigger, better awards.